POTASH & PHOSPHATE INSTITUTE

QUARTERLY EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

OCTOBER-DECEMBER, 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULFATES	TOTAL
Argentina	687	0	667	0	121	1,475
Australia	0	7,388	35,806	0	75	43,269
Bangladesh	19,337	0	0	0	0	19,337
Belize	0	0	633	0	43	676
Brazil	2,414	23,824	18,157	0	0	44,395
Chile	34,840	2,392	0	0	13,779	51,011
China	224,444	10,230	0	0	13,525	248,199
Colombia	18,971	2,580	0	0	1,586	23,137
Costa Rica	7,104	0	666	346	551	8,667
Ecuador	10,224	0	533	0	485	11,242
France	23,790	0	0	0	0	23,790
Guatemala	4,330	0	0	0	0	4,330
Honduras	0	967	0	0	0	967
India	2,233	0	0	0	0	2,233
Indonesia	70,290	0	0	0	0	70,290
Japan	58,202	18,726	18,967	26,521	11,380	133,796
Korea	78,558	0	0	0	0	78,558
Malaysia	38,510	0	0	0	0	38,510
Mexico	3,837	441	0	56	3,392	7,726
New Zealand	3,373	15,164	0	0	80	18,617
Nigeria	6,614	0	0	0	0	6,614
Pakistan	1,767	0	0	0	0	1,767
Panama	0	0	0	0	150	150
Peru	1,332	0	0	0	254	1,586
Philippines	16,972	0	0	0	0	16,972
Puerto Rico	0	0	0	0	11	11
South Africa	0	0	7,710	0	0	7,710
Sri Lanka	22,751	0	0	0	0	22,751
Switzerland	10,039	0	0	0	0	10,039
Taiwan	18,685	0	0	0	0	18,685
Thailand	7,445	0	0	0	0	7,445
United Kingdom	0	0	0	6,099	0	6,099
OTHER COUNTRIES	6,110	0	6,863	0	0	12,973
TOTAL AG:	692,859	81,712	90,002	33,022	45,432	943,027
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Australia	25	-	-	0	0	25
Italy	0	-	-	9,773	0	9,773
Japan	176	-	-	14,556	85	14,817
Korea	776	-	-	10,934	0	11,710
Mexico	1,531	-	-	0	22	1,553
New Zealand	0	-	-	0	10	10
Pakistan	25	-	-	0	0	25
Sweden	320	-	-	0	0	320
Switzerland	0	-	-	63	0	63
Taiwan	200	-	-	3,535	0	3,735
TOTAL NON-AG:	3,073	-	-	38,861	117	42,051
TOTAL EXPORTS	**695,932**	**81,712**	**90,002**	**71,883**	**45,549**	**985,078**

Other Countries = 3,302 tons standard grade to Singapore;
2,808 tons standard grade to the Ivory Coast;
1,383 tons granular grade to Fiji;
595 tons granular grade to Trinidad; and
4,885 tons granular grade to the Ivory Coast.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

OCTOBER-DECEMBER, 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	7,388	35,806	0	43,194
Bangladesh	19,337	0	0	0	19,337
Brazil	2,414	20,490	17,372	0	40,276
Chile	34,057	2,392	0	0	36,449
China	224,444	10,230	0	0	234,674
France	23,790	0	0	0	23,790
India	2,233	0	0	0	2,233
Indonesia	70,290	0	0	0	70,290
Japan	51,298	18,726	16,632	26,521	113,177
Korea	78,558	0	0	0	78,558
Malaysia	38,510	0	0	0	38,510
New Zealand	3,373	15,164	0	0	18,537
Nigeria	6,614	0	0	0	6,614
Pakistan	1,767	0	0	0	1,767
Philippines	16,972	0	0	0	16,972
South Africa	0	0	7,710	0	7,710
Sri Lanka	22,751	0	0	0	22,751
Switzerland	10,039	0	0	0	10,039
Taiwan	18,685	0	0	0	18,685
Thailand	7,445	0	0	0	7,445
United Kingdom	0	0	0	6,099	6,099
OTHER COUNTRIES	6,110	0	4,885	0	10,995
TOTAL AG:	638,687	74,390	82,405	32,620	828,102
NON-AGRICULTURAL					
Australia	25	-	-	0	25
Italy	0	-	-	9,773	9,773
Japan	176	-	-	14,556	14,732
Korea	776	-	-	10,934	11,710
Pakistan	25	-	-	0	25
Switzerland	0	-	-	63	63
Taiwan	200	-	-	3,535	3,735
TOTAL NON-AG:	1,202	-	-	38,861	40,063
TOTAL EXPORTS	**639,889**	**74,390**	**82,405**	**71,481**	**868,165**

Other Countries = 3,302 tons standard grade to Singapore;
2,808 tons standard grade to the Ivory Coast; and
4,885 tons granular grade to the Ivory Coast.

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POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K2O)

OCTOBER-DECEMBER

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1990	1989	Change %	1990	1989	Change %	1990	1989	Change %
Beginning Inventory	1,357,475	1,729,597	-21.5%	287,030	272,130	5.5%	1,644,505	2,001,727	-17.8%
(+) Production	2,094,838	2,055,797	1.9%	494,041	492,100	.4%	2,588,879	2,547,897	1.6%
(-) Ending Inventory	1,402,938	1,759,494	-20.3%	326,636	333,961	-2.2%	1,729,574	2,093,455	-17.4%
(=) Total Disappearance	2,049,375	2,025,900	1.2%	454,435	430,269	5.6%	2,503,810	2,456,169	1.9%
(-) Exports	868,165	677,530	28.1%	116,913	105,797	10.5%	985,078	783,327	25.8%
(=) Disappearance-Canada & United States	1,181,210	1,348,370	-12.4%	337,522	324,472	4.0%	1,518,732	1,672,842	-9.2%

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

OCTOBER-DECEMBER QUARTER, 1990 & 1989

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1990 OCT-DEC	1989	MINE SITE	OFFSITE	1990	1989	1990 OCT-DEC	1989
MURIATE								
Special Standard	44,779	26,148	8,602	29,214	37,816	32,441	39,249	36,921
Standard	754,512	727,052	245,196	147,080	392,276	708,222	778,599	565,806
Chemical	19,322	23,315	4,921	3,333	8,254	11,318	26,884	28,530
Coarse	586,747	650,042	146,389	370,373	516,762	476,178	537,152	790,017
Granular	868,910	800,507	309,741	222,762	532,503	623,464	817,787	746,673
Soluble	194,429	203,974	66,355	96,592	162,947	146,709	199,360	192,057
Sulphates	120,180	116,859	61,784	17,232	79,016	95,123	104,779	96,165
TOTAL:	2,588,879	2,547,897	842,988	886,586	1,729,574	2,093,455	2,503,810	2,456,169

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		October-December	
	1990 OCT-DEC	1989	1990 OCT-DEC	1989	1990 OCT-DEC	1989	1990 OCT-DEC	1989	1990	1989
MURIATE										
Special Std	48	36	40,338	39,000	-	-	-	-	40,386	39,036
Standard	80,846	90,287	652,521	443,241	81,673	77,835	1,531	(2,136)	816,571	609,227
Chemical	-	-	-	-	16,178	18,669	1,542	1,925	17,720	20,594
Coarse	542,269	732,620	81,712	59,117	-	-	-	-	623,981	791,737
Granular	507,658	566,601	90,002	134,124	-	-	-	-	597,660	700,725
Soluble	80,931	90,092	33,022	19,700	40,306	34,054	38,861	47,954	193,120	191,800
Sulphates	57,311	51,944	45,432	40,300	1,148	2,079	117	102	104,008	94,425
TOTAL:	1,269,063	1,531,580	943,027	735,482	139,305	132,637	42,051	47,845	2,393,446	2,447,544

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

OCTOBER-DECEMBER QUARTER, 1990 & 1989

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1990	OCT-DEC 1989	MINE SITE	OFFSITE	1990	1989	1990	OCT-DEC 1989
MURIATE								
Special Standard	44,779	26,148	8,602	29,214	37,816	32,441	39,249	36,921
Standard	645,423	604,358	175,679	146,181	321,860	616,825	656,337	446,063
Chemical	17,557	20,065	4,740	3,333	8,073	10,089	24,765	25,741
Coarse	550,138	612,227	136,532	370,252	506,784	455,203	496,272	750,554
Granular	650,508	594,171	166,541	206,147	372,688	503,993	644,005	582,708
Soluble	186,433	198,828	59,125	96,592	155,717	140,943	188,747	183,913
TOTAL:	2,094,838	2,055,797	551,219	851,719	1,402,938	1,759,494	2,049,375	2,02,900

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		October-December	
	1990	OCT-DEC 1989	1990	OCT-DEC 1989	1990	OCT-DEC 1989	1990	OCT-DEC 1989	1990	1989
MURIATE										
Special Std	48	36	40,338	39,000	-	-	-	-	40,386	39,036
Standard	51,748	55,952	598,349	392,022	46,391	44,648	-	-	696,488	492,622
Chemical	-	-	-	-	14,286	15,540	1,202	1,577	15,488	17,117
Coarse	510,354	698,980	74,390	54,450	-	-	-	-	584,744	753,430
Granular	338,939	413,605	82,405	122,827	-	-	-	-	421,344	536,432
Soluble	73,976	83,185	32,620	19,700	36,525	32,811	38,861	47,954	181,982	183,650
TOTAL:	975,065	1,251,758	828,102	627,999	97,202	92,999	40,063	49,531	1,940,432	2,022,287

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - U.S. PRODUCERS - (Short Tons K2O)

OCTOBER-DECEMBER, 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULFATES	TOTAL
Argentina	687	0	667	0	121	1,475
Australia	0	0	0	0	75	75
Belize	0	0	633	0	43	676
Brazil	0	3,334	785	0	0	4,119
Chile	783	0	0	0	13,779	14,562
China	0	0	0	0	13,525	13,525
Colombia	18,971	2,580	0	0	1,586	23,137
Costa Rica	7,104	0	666	346	551	8,667
Ecuador	10,224	0	533	0	485	11,242
Guatemala	4,330	0	0	0	0	4,330
Honduras	0	967	0	0	0	967
Japan	6,904	0	2,335	0	11,380	20,619
Mexico	3,837	441	0	56	3,392	7,726
New Zealand	0	0	0	0	80	80
Panama	0	0	0	0	150	150
Peru	1,332	0	0	0	254	1,586
Puerto Rico	0	0	0	0	11	11
OTHER COUNTRIES	0	0	1,978	0	0	1,978
TOTAL AG:	54,172	7,322	7,597	402	45,432	114,925
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Japan	0	-	-	0	85	85
Mexico	1,531	-	-	0	22	1,553
New Zealand	0	-	-	0	10	10
Sweden	320	-	-	0	0	320
TOTAL NON-AG:	1,871	-	-	0	117	1,988
TOTAL EXPORTS	**56,043**	**7,322**	**7,597**	**402**	**45,549**	**116,913**

Other Countries = 1,383 tons granular grade to Fiji and
595 tons granular grade to Trinidad.